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The data provided in this bulletin is given solely as an information resource and does not imply endorsement by the U.S. Dept. of Commerce.

OZ ENVIRO

Australian Environmental Bulletin

U.S. Commercial Service, Australia

Welcome

to the Australian Environmental Bulletin

This publication contains useful business intelligence on the Australian environmental market.

Total environmental spending in Australia is around US\$5.3 billion, or about 1.5 percent of the total world market. The market is forecast to grow at a rate of four percent until 2005. In total, the industry is made up of about 2,500 mostly small firms, employing a total of 100,000 people. Imports currently satisfy 70 percent of the total demand for goods, and about 20 percent of the demand for services.

For further information on the articles in this publication or on any aspect of the Australian environmental market, please contact:

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Trade Leads from Western Australia

An Australian firm is interested in working with a U.S. company able to provide engineering and design for **fume control solutions for large industrial plants**. The Australian firm is a manufacturer and installer of dust control and noise pollution equipment. The firm has stated that, due to the exchange rate, it would need to perform the fabrication in Australia.

An Australian environmental consultancy is interested in receiving information from U.S. companies that market innovative processes in:

- **potable water treatment,**
- **wastewater treatment,**
- **sludge treatment,**
- **desalination/reverse osmosis technology, and**
- **thermal processes for the treatment of municipal solid waste.**

In addition to providing consultancy services, the firm has also developed and commercialized water and wastewater treatment processes.

A small environmental consultancy has expressed a **general interest in receiving inquiries from U.S. companies seeking representation**. The WA-based firm provides environmental, geotechnical and water resource services.

The WA branch of a well established environmental and engineering services consultancy is potentially interested in reviewing **real-time environmental monitoring equipment**.

AIMEX – Asia Pacific's International Mining Exhibition 2003 Sydney, Australia – September 9-12, 2003

The U.S. Commercial Service in conjunction with Reed Exhibitions is organizing a U.S. Pavilion within AIMEX, the largest mining exhibition within the Asia Pacific region.

Why AIMEX?

- AIMEX (www.aimex.reedexpo.com.au) has been a major event in Australia since the 1970s and is recognized as one of the most prominent mining exhibitions on the international calendar.
- For the first time, the show has been repositioned to emphasis the Asia Pacific region. This is expected to result in increased potential buyers from the region.
- The show is expected to attract between 10,000 - 15,000 visitors and 600 exhibitors.

What the U.S. Commercial Service is offering

- Whether you decide to exhibit within the U.S. Pavilion or independently, you can benefit from the reduced floor space rates made possible through the large area that the Pavilion will occupy.
- We will undertake a targeted campaign to alert potential end-users, agents, distributors and other business partners of your presence at the show.

To find out more about AIMEX 2003 and the U.S. Pavilion that we are arranging, please contact John Kanawati, U.S. Commercial Service, email: john.kanawati@mail.doc.gov

Australian Salinity Survey

Australian farmers have recognized salinity as an important issue and are taking steps to manage and prevent it, according to new survey data released recently by the Australian Bureau of Statistics.

With data drawn from a sample of 20,000 farmers, the Land Management and Salinity Survey run in May 2002 is the largest survey of its type ever conducted in Australia. The survey provides a new information about salinity which affects around two million hectares of Australia's agricultural land.

Salinity Management

A key finding was that nearly 30,000 farms have changed land management practices to manage or prevent salinity. Salinity management practices included:

- 3.2 million hectares of land sown with crops, pastures and fodder plants.
- 780,000 hectares with trees planted.
- 470,000 hectares of land fenced for salinity management.
- 210,000 km of earthworks (levees, banks, drains) for salinity management.
- Changes to irrigation practices by over 7,000 irrigators.

The main reasons given for changing land management practices were:

- Farm sustainability (66 percent of farmers said this was of high importance)
- Improved environmental protection (56 percent)
- Increased productivity (54 percent)

The main barriers to change were:

- lack of financial resources (36 percent of farmers reporting these as very limiting)
- lack of time (21 percent)

Doubts about likely success and lack of information were not barriers to the majority of farmers.

Complete details of the survey can be found in the Australian Bureau of Statistics' publication, [Salinity on Australian Farms, June 2002](#) (cat. no. 4615.0).

The Market for Desalination Technology

In a recent media release, the Federal Agriculture Minister, Mr Warren Truss, announced that two new reports will assist communities across Australia determine whether desalination can help in their efforts to fight salinity and improve water quality.

Mr Truss indicated that there is growing interest in desalination as a way of providing cost-effective water resources for a range of community, agricultural and environmental uses. He stated that, "Desalination will become an even more attractive option if the quality of Australia's water resources continues to decline, and as the cost of obtaining fresh water in conventional ways increases.

The reports pointed out that the greatest number and largest capacity desalination plants are located in Middle Eastern countries such as Saudi Arabia. Australia would appear to be a suitable location for such technology given the country's arid climate and the existence of isolated communities. However, the reports noted that Australia appears to have comparatively limited operational expertise in desalination. The main users of desalination technology in Australia are isolated mining towns, small communities and industrial processes such as power stations.

The major technology processes investigated in the reports were:

1. Membrane processes: Reverse Osmosis and Electrodialysis.
2. Distillation: Multi-Stage Flash Distillation, Multiple Effect Distillation, and Vapor Compression Distillation.
3. Alternative Processes: Renewable Energy Powered Conventional Desalination, Solar Humidification, Freezing, and Membrane Distillation.

The reports suggested that desalination as an option for supplying drinking water and irrigation was expected to become more popular in Australia, as the price and scarcity of fresh water in Australia rose, and as the principle of cost recovery for water charging became more common.

The reports can be obtained directly from NAP's website at www.napswq.gov.au

Distributor Profiles

The following is a list of Australian distributors with experience and capability in the Australian environmental market:

Arthur Bailey Surgico

Contact: Mr. Douglas Barbour, General Manager

Phone: 61-2-9555 1588 Fax: 61-2-9555 9130

Email: dougb@abailey.com.au

PO Box 222

Leichhardt, NSW 2040

Year Established: 1921 Business Size: Small

Product Description: Distributes a range of medical, surgical, scientific, environmental, meteorological and food technology products

Australian Air Filters Pty Ltd

Contact: Mr. Don Evins, Managing Director

Phone: 61-2-9997 4366 Fax: 61-2-9997 2654

PO Box 306

Mona Vale, NSW 2103

Year Established: 1982 Business Size: Small

Product Description: Air filters, air cleaners, commercial kitchen exhaust, indoor air quality products, clean rooms, oil mist collectors, energy conservation de-superheaters gas and odor control, ozone generators.

Albright & Wilson (Aust) Ltd

Contact: Mr Graeme Clarke, National Sales Manager

Phone: 61-3-9688 7777 Fax: 61-3-9688 7788

PO Box 20

Yarraville, VIC 3013

Year Established: 1939 Business Size: Small

Product Description: Major product lines include phosphates and surfactants. Industries serviced include detergent, water treatment, food, metal finishing, mining and mineral processing.

Baldwin Industrial Systems Pty Ltd

Contact: Mr. Richard Baldwin, Managing Director

Phone: 02-9542 2811 Fax: 02-9545 2864

PO Box 3004, Kirrawee, NSW 2232

Year Established: 1987 Business Size: Small

Product Description: Wastewater treatment, design, manufacture and installation.

Barker Technics Pty Ltd

Contact: Mr. Alan Barker, Managing Director

Phone: 61-3-9328 3441 Fax: 61-3-9326 5339

PO Box 369, North Melbourne, Victoria 3051

Year Established: 1987 Business Size: Small

Product Description: Specialist suppliers of traffic radar and analysis equipment, emergency warning devices, optical tooling and security alarm sirens.

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